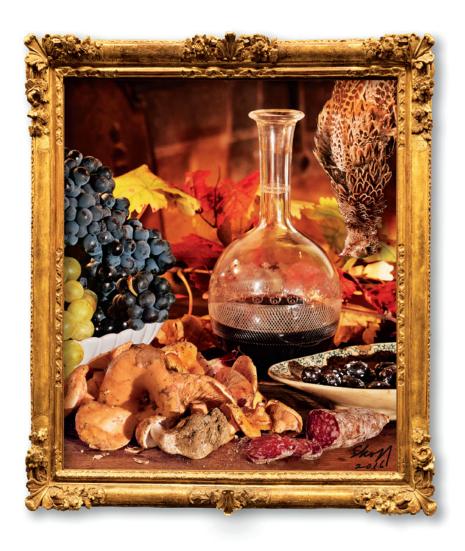
KERMIT LYNCH WINE MERCHANT

NOVEMBER 2016



FARMERS' MARKETS: ROOM TO IMPROVE?

ANNUAL CHAMPAGNE SALE
BEAUJOLAIS NOUVEAU

BRUNELLO, BURGUNDY, BORDEAUX
CÔTE RÔTIE TERROIRS

2016 BEAUJOLAIS NOUVEAU

NOUVEAU IN BERKELEY

As OF THIS WRITING, the Dupeuble family has finished harvest and our Nouveau is fermenting away in their cellar. The Dupeubles have a 504-year history of grape growing on their property, and this vast knowledge and experience leads to the one thing that makes their Nouveau great year in and year out—the beautiful Gamay grapes they grow.

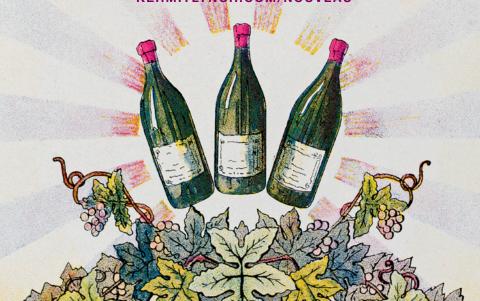
The 2016 harvest, which started at the end of September, was late by current standards. A later harvest allows more time for the fruit to develop, resulting in a wine with more depth and balance. As Ghislaine Dupeuble puts it, "The fruit-forward nature and finesse of the wine will give this vintage all the characteristics of a GRAND Beaujolais Nouveau, and yes, fruit and supple tannins are attributes of Beaujolais Nouveau!"

As is the tradition, the 2016 Dupeuble Beaujolais Nouveau will be released on the third Thursday of November—the 17th this year. We'll sell it by the bottle and the case. If you'd like a glass, head next door to Bartavelle Coffee and Wine Bar. Give us a call anytime this month to secure some Nouveau for yourself and we'll have it ready to be picked up or shipped on the 17th.

NOUVEAU AROUND THE NATION

Not in Berkeley? That's okay because our Nouveau is sold in many states. Visit the webpage below for a list of retailers around the nation who will carry the wine starting Thursday, November 17.

KERMITLYNCH.COM/NOUVEAU



FARMERS' MARKETS

ROOM TO IMPROVE?

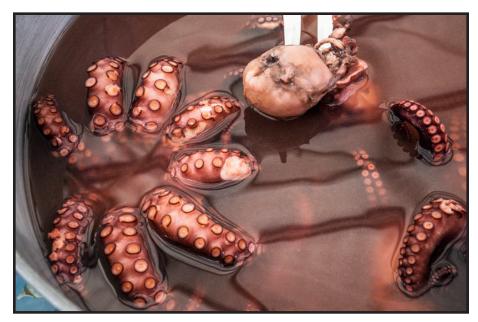
by Kermit Lynch

BRAG TO FRENCH FRIENDS about Berkeley's farmers' market: how great the quality is, what a large selection of organic produce it features, and that vendors here really are farmers—dear Annabelle Lenderink, for example. The growth of farmers' markets in this country is amazing. For that luxury I give credit to the one and only Alice Waters, who also helped American wine drinkers learn to appreciate rosé, by the way.

Near Bandol, where I live when I'm in France, my village's market has only one farmer, and he's not organic. The other stands sell the same crap that you can buy in the supermarket, so the "farmers' market" is almost a pretense.



© Gail Skoff



© Gail Skoff

However, as I learned last week in Sicily, we Berkeleyans can still improve. Sicilian cuisine is based on the fact that the island is surrounded—aren't they all—by water. Tuna, swordfish, anchovies, sardines, and octopuses are ever present in restaurants and markets, along with an incredible variety of other sea critters—often for sale still kickin'! The difference between the taste of a cooked live shrimp versus a dead one, for example, is huge. Our Berkeley market boasts a single fish stand, with a very limited, pre-packaged selection.

At the market in Isola di Ortigia, I found a stand that serves only two things—



© Gail Skoff



© Gail Skoff

the guy opens a raw oyster and also pours you a paper cup of sparkling white blah from liter bottles. Maybe I'm easy, but around 10:30 or 11:00 a.m., a cold raw oyster and a gulp of fizzy blah hits the spot. Across from him was a guy deep-frying fresh anchovies, salting and selling them by the paper-cone-ful. So cheap, so delicious—that's my favorite way to eat anchovies. I'd like to import him, anchovies, paper cones, and all. Yes, anchovy cones in Berkeley, available daily! I could provide some tasty plonk with which to wash them down—if California law allows such deviant behavior. Oh, yes, and then I saw a stand that sells nothing but red peppers. Wow, a big pile on a wooden table is beautiful. And, if you are pressed for time, the stand has a funky portable barbecue so you can buy your red peppers already cooked and blackened. Simply peel and serve. Or, next to the red pepper stand, a snail stand—nothing but raw, lively snails for sale. Next to that, an old fellow selling nothing but sea urchins! Alive, too. And there were stands with pots full of boiling octopuses. Sicilians buy them simply boiled and then snack on them as they wander through the market.

See what I mean? We Americans are not doing our part in the search for happy shopping experiences. I know we can do better. Look how we've grown competitive in such a short time with our wines, olive oils, and cheeses. There are jobs here waiting for the unemployed—an ocean right offshore to fish, hungers to becalm, tasty pleasures to provide to your fellow citizens.

Meanwhile, if you go to Sicily, don't spend all your time in the ruins or on the beach. You've got some serious snacking ahead of you, too.

BRUNELLO

by Dixon Brooke

2011 BRUNELLO DI MONTALCINO • SESTI

Sesti's new Brunello is seductive, tuned up, honed to perfection, and screaming out of the Brunellian gates. It can be enjoyed immediately or savored for many years (store it in a good cellar). There is nothing quite like a great bottle of Brunello when it is ripe for the picking.

Start with its deep, luscious nose. The wine is savory, thick, juicy, wonderfully saucy, almost truffly, with a sensation of freshly turned earth. In my notes taken while tasting it for the first time in April at the Castello di Argiano, Sesti's hilltop estate, I compared it to a vinous ragù that has been cooked down for a long time with tomatoes and herbs. "Drink with pasta as if sauce," I wrote. (You should probably still include the pasta sauce.) It also possesses a lovely tannin that is fine and thirst-enhancing with zero aggression.

There are so many Brunelli out there to choose from these days. We think this is one of the very best, and it never disappoints. Proprietor Giuseppe Sesti, an astronomer from Venice who has been deeply involved in his own blend of organic/biodynamic/cosmic viticulture ever since he purchased his estate in the seventies, explained the secret of his land to me recently: "The ancients talked of the *aria buona di Argiano* [good air of Argiano]. The *castello* is perched on a promontory surrounded by two valleys that channel cooling winds from the Mediterranean up to the vineyards, keeping the vines cool throughout the summer despite the sometimes scorching heat." This is one of the most important keys to the perennial freshness of Sesti's Brunello: with wine—as in real estate—location, location, location!

\$85.00 PER BOTTLE

\$918.00 PER CASE



BORDEAUX

LEFT AND RIGHT BANK

by Anthony Lynch

2013 HAUT-MÉDOC • CHÂTEAU ANEY

A nose of black currant and tobacco, along with firm acidity and gravelly tannins, betrays its Bordelais origins: this could only be a Left Bank Cabernet Sauvignon, made in the style of yesteryear's clarets. The relatively small Château Aney sits in the heart of the Médoc, sandwiched between Saint-Julien and Margaux—in other words, prime real estate. The château is run by real vignerons from a local family



rather than a banking group, luxury goods conglomerate, or other multinational corporation. Claret by the working man, for the working man! Get some for now and some more for later.

\$24.00 PER BOTTLE

\$259.20 PER CASE

2014 SAINT-ÉMILION GRAND CRU CHÂTEAU TERTRE DE LA MOULEYRE



It's hard to imagine a more rustic setting in which to craft a wine of *grand cru* quality and refinement. Tertre de la Mouleyre's organically grown grapes are vinified in a combination of miniature stainless steel and fiberglass tanks—far from the most groundbreaking modern equipment. The barrel room, if it can be called that, is barely large enough to accommodate the fifteen to twenty *barriques* produced in a given year.

This Saint-Émilion is all the more remarkable for these reasons. In this humble setting, vigneron Éric Jeanneteau crafts a wine of grandiose class. With a velvety opulence, it saturates the palate with lively, dense, profoundly delicious Merlot fruit. Its refreshing acidity and fine, regal tannin recall the Bordeaux of lore, before the days of high scores, overripeness, and excessive oak. Enjoy it now and over the next twenty-five years.

\$85.00 PER BOTTLE

\$918.00 PER CASE

CHAMPAGNE

A NEW ERA

by Anthony Lynch

IMES ARE CHANGING in the Champagne world. From its chalky fields to the cool, dim cellars below, producers are rethinking their approach to the storied bubbly, aided by advances in viticulture and winemaking, plus a climate that seems more conducive to ripening each year. Meanwhile, the world's increasingly sophisticated consumers are drinking Champagne with a newfound zeal, sparking valuable debate about farming practices, dosage, and blending in relation to the all-important idea of *terroir*.

The rise in popularity of so-called "grower Champagnes"—Champagnes farmed, harvested, vinified, bottled, aged, and disgorged by the same people—has changed the way we look at the category as a whole. Should Champagne be a consistent product from year to year determined by each producer's house style, or should it instead be a candid translation of the nuances of each vintage and vineyard site?

Artisans like Paul Bara and J. Lassalle—among the first, and certainly the longest-standing, of such "grower Champagnes" present in the United States—succeed in embodying both sides of this trenchant debate. In other words, their house styles are deeply rooted in *terroir*. Consider Bouzy's sunny south-facing slopes, where Pinot Noir thrives, yielding Bara's accordingly bold, ample, exuberant wines. Alternatively, a vigneron's touch—or a *vigneronne*'s, in the case of the three generations of Lassalle women to manage the estate—can also help define a house style: one can point to their use of malolactic fermentations and careful blending of different *climats* and *cépages* as the key to their lush, creamy, sublimely refined Champagnes.

Our last, but not least, Champagne house, Veuve Fourny & Fils, offers a window into the changing nature of the Champagne world. Proud ambassadors of racy Côte des Blancs Chardonnay, the brothers in charge represent the cutting edge of experimentation, always seeking a purer and more transparent expression of *terroir*. They have questioned, and even eliminated, dosage in certain cuvées; they dabble with barrel aging; they even take the concept of site specificity to the extreme with their *tête de cuvée*, an old-vine Blanc de Blancs from the family's treasured little *clos*.

The one thing we can say with certainty about today's Champagnes is that they are better than ever before. It is only fitting that consumers have acquired a new appreciation for the wine, realizing its value goes far beyond the occasional celebration or holiday. Indeed, we should be drinking Champagne year-round, appreciating its virtues at table, and we should be cellaring more Champagne for the future. On that note, enjoy our yearly Champagne sale with discounted prices on the following offerings from Paul Bara, J. Lassalle, and Veuve Fourny.

REGULARLY	BOTTLE 15% DISCOUNT	25%
PAUL BARA • BOUZY		
NV Brut Réserve Grand Cru 100% \$57.00	\$48.45	\$513.00
NV Brut Rosé <i>Grand Cru</i> 100% 63.00 2007 Brut Grand Millésime	53.55	567.00
Grand Cru 100% 70.00 2005 Brut Grand Cru	59.50	630.00
100% "SPECIAL CLUB" 105.00 2005 Brut <i>Grand Cru</i> 100% "Comtesse	89.25	945.00
Marie de France"	125.80	1,332.00
100% "Annonciade" 200.00	170.00	1,800.00
J. LASSALLE • CHIGNY-LES-ROSES		
NV Brut Rosé <i>ier Cru</i> \$66.00	\$56.10	\$594.00
2009 Brut <i>IER Cru</i> "Cuvée Angéline" 89.00	75.65	801.00
2006 Brut Blanc de Blancs <i>ier Cru</i> 82.00	69.70	738.00
2005 Brut <i>IER Cru</i> "Cuvée Spéciale" 89.00	75.65	801.00
VEUVE FOURNY • VERTUS		
NV Brut Blanc de Blancs <i>ier Cru</i> \$50.00	\$42.50	\$450.00
NV Brut <i>ier Cru</i> "Grande Réserve" 47.00	39.95	423.00
NV Brut Rosé <i>ier Cru</i> 57.00	48.45	513.00
NV Extra Dry <i>ier Cru</i>	40.80	432.00
"Vinothèque"	75.65	801.00
"Monts de Vertus" 79.00 2006 Extra-Brut <i>ier Cru</i>	67.15	711.00
"Clos Notre Dame" 176.00	149.60	1,584.00

Limited selection of tenths and magnums available. Please inquire.



GRAND CRU ALSACE

by Dixon Brooke

2014 RIESLING GRAND CRU "MUENCHBERG" DOMAINE OSTERTAG

Muenchberg is a glorious hidden mountain in northern Alsace, off the beaten track, with a gentle slope and mystical air about it (they don't call it Monk's Mountain for nothing). Nobody has worked more tirelessly to make the *terroir* famous than André Ostertag. He consistently provides fireworks in the bottle and an aging potential that rivals any dry Riesling in Alsace. It is a sure buy every year. Certainly you shouldn't miss the 2014, one of the greatest Alsatian Riesling vintages in memory. If you want to smell and taste *terroir*, start here.

\$60.00 PER BOTTLE

\$648.00 PER CASE

2012 PINOT GRIS GRAND CRU "SOMMERBERG WIPTAL" • ALBERT BOXLER

Wiptal is the highest-altitude portion of the Sommerberg vineyard in Niedermorschwihr, a perfect amphitheater that clings to the very top of the vineyard's steep granite slope. When Jean Boxler looks out his kitchen window in the morning, he sees the sun glinting off its trellises. The brilliance of this site is its ability to produce sumptuously rich and perfumed Pinot Gris that maintains a vibrant acidity and stony backbone. It is as grand as Pinot Gris gets.

\$79.00 PER BOTTLE

\$853.20 PER CASE

2014 RIESLING *GRAND CRU* "KAEFFERKOPF" MEYER-FONNÉ

I tell our sales staff to remember Kaefferkopf with the word "kaleidoscope." Kaleidoscopic aroma, kaleidoscopic flavor. The soil is also a kaleidoscope of geology. It is no wonder that the wines from this site were listed simply as "Kaefferkopf" on the great French wine lists of the past century, without the necessity of naming the region or the grape variety. Félix Meyer's 2014 Riesling from this storied *terroir* does not disappoint. Power, intensity, and complexity combine to bring us a Riesling for the ages.

\$52.00 PER BOTTLE

\$561.60 PER CASE

BARRUOL/LYNCH

by Kermit Lynch

2014 CÔTE RÔTIE "LA VIALLIÈRE"

I had a couple of my favorite Daniels over, Ravier of Tempier and Brunier of Vieux Télé and Les Pallières, so I opened a bottle of this Côte Rôtie to accompany a plate of Sicilian salami and Les Pallières goat cheese. I wrote down what Ravier had to say about this latest Barruol/Lynch northern Rhône collaboration:



What a nose! This is a return to the true, magical Côte Rôtie perfume of yesteryear. It reminds

me of black currant with sweet spices and a very elegant touch of oak. On the palate it has a lot of freshness, which is a sign of aging potential. Also flavors more toward red fruits like raspberry and strawberry, plus a touch of elderberry. Beautiful aftertaste, lush and long.

\$75.00 PER BOTTLE **\$810.00** PER CASE

For the moment, we also have the following selections from my collaboration with Louis Barruol, proprietor of Château de Saint Cosme in Gigondas:

PER BOTTLE
2014 Crozes Hermitage "Tiercerolles" \$35.00
2014 HERMITAGE ROUGE "LA PIERRELLE"
2014 Côte Rôtie "Nève" 75.00
2012 Côte Rôtie "La Boisselée"
(LIEUX-DITS: La Viallière, Le Plomb, Brosse-Champin) 79.00
2011 Côte Rôtie "La Dorée" (Lieu-dit: Le Plomb) 79.00
2008 Côte Rôtie "Les Roses"
(LIEUX-DITS: Fongeant, Rozier)82.00

KERMIT LYNCH WINE MERCHANT—TERMS AND CONDITIONS

Title to all wines sold by Kermit Lynch Wine Merchant passes to the buyer in California, and the buyer is solely responsible for the shipment of wines. We make no representation as to the legal rights of anyone to ship or import wines into any state outside California. In all cases, the buyer is responsible for complying with the laws and regulations, in particular those relating to the importation of alcohol, in effect in the state to which the buyer is shipping alcohol. In placing an order, the customer represents to Kermit Lynch Wine Merchant that he/she is at least 21 years of age and the person to whom delivery will be made is at least 21 years old.

WHITE BURGUNDY

by Emily Spillmann

2013 PULIGNY-MONTRACHET 1ER CRU "HAMEAU DE BLAGNY" COMTESSE DE CHÉRISEY

Vigneron Laurent Martelet says, "Le vin est la mémoire du temps"—wine holds the memory of time. His nose in a glass of 2013 Hameau de Blagny, Laurent recounts the vintage's challenges as if looking at a picture album. A long winter brought on a late bud break. Flowering came late June after much rain. Hail threatened throughout summer. Harvest began in October—later than usual. The longer the vine exerts itself, the more interesting the wine becomes, because "suffering brings complexity," states Laurent. This wine is as complex as they come, a strict and tightly wound witness to the trials and triumphs of a demanding year.

\$96.00 PER BOTTLE

\$1,036.80 PER CASE

2014 SAINT-ROMAIN BLANC CHRISTOPHE BUISSON

The first thing you notice when tasting with Christophe Buisson is his high energy. He speaks quickly and doesn't wait for you to catch up. I can see him on his mountain bike—where he spends a good part of each weekend—leaving his companions in the dust on the steep trails that surround Saint-Romain. Like him, the 2014 Saint-Romain blanc is lively, energetic, and straight to the point. It's got a bite to it like an early-morning breath of crisp autumn air.

\$42.00 PER BOTTLE

\$453.60 PER CASE

2014 POUILLY-FUISSÉ "LA CROIX" VIEILLES VIGNES • DOMAINE ROBERT-DENOGENT

If you are one to search for similarities between an artisan and his work, you're in for a surprise at Domaine Robert-Denogent. The Roberts are larger-than-life, jovial men. With broad smiles and boisterous laughs, they know how to animate a party, particularly when toting a few bottles of their wine. Their 2014 La Croix is, by contrast, refreshingly discreet, even shy. Despite an explosive, wet-stone minerality on the nose, the palate is subtle and mysterious, with tight acidity that begs for time to open up. This wine is perfectly capable of animating a party, mind you—and a very classy one at that.

\$46.00 PER BOTTLE

\$496.80 PER CASE

RED BURGUNDY

by Dixon Brooke

2014 MARSANNAY ROUGE "LES LONGEROIES" VIEILLES VIGNES • RÉGIS BOUVIER

Due to a historical fluke, Marsannay cannot claim any *premier cru* vineyards. If it could, this vineyard lying just below Clos du Roy would certainly be one of them. Sitting on the south side of Dijon, Marsannay shares the same slope and soil type that continues south through Fixin, Gevrey, and Morey Saint Denis. Many top growers own a parcel here for this very reason. This Marsannay is made from Bouvier's oldest vines, right in his own backyard. It is the most elegant and pure Pinot Noir in his lineup, delivered with grand finesse.

\$34.00 PER BOTTLE

\$367.20 PER CASE

2014 SANTENAY ROUGE 1ER CRU "LE BEAUREPAIRE" • JEAN-MARC VINCENT

In my opinion, to call a bottle of wine a meal in a bottle is one of the ultimate compliments. Wine is food, after all. *Ça se mange!* Of course, food and wine work best together, as they enhance and complement one another. The Vincents' wines are complex, layered, chewy, and satisfying. You almost eat them rather than drink them.

\$59.00 PER BOTTLE

\$637.20 PER CASE

2013 CLOS DE VOUGEOT GRAND CRU DOMAINE MÉO-CAMUZET

The Clos de Vougeot was farmed by monks for nearly a thousand years before more earthly beings began to take over. We now have ample historical evidence to be one hundred percent certain that this site is capable of making some of the world's finest and longest-lived Pinot Noir. It is also one of the few *grands crus* (like Corton) large enough to have multiple *lieux-dits* within it. Jean-Nicolas Méo owns vines in the *lieux-dits* of Grand Mapertuis and Près du Cellier (two very good ones). His Vougeot is marked by richness, concentration, velvety structure, broad aromatics, length, and power. It is a complete wine, and one that merits at least eight years of bottle age before it is enjoyed.

\$340.00 PER BOTTLE

\$3,672.00 PER CASE

LOIRE

by Dixon Brooke

2015 REUILLY "LES PIERRES PLATES" DOMAINE DE REUILLY

I usually time my annual visit to the Loire Valley to coincide with spring, which happens to be white asparagus season in the central Loire. Few things marry better with the tender white shoots served with well-mastered mousseline sauce than Denis Jamain's rosé-hued Pinot Gris and his Reuilly Sauvignon Blanc. His Pierres Plates bottling is from his best Sauvignon Blanc vineyard, named after all the "flat" fossil-encrusted limestone rocks in its soil—soil he has worked organically for many years. If you are looking for classic French Sauvignon Blanc at excellent value, look no further! An intriguing onion-skin quality to this bottling rounds out all of its angles of acidity and makes it an even better food companion.

\$20.00 PER BOTTLE

\$216.00 PER CASE

2013 CHINON "CLOS DE LA DIOTERIE" CHARLES JOGUET

The great Dioterie vineyard, on the white chalk slopes of Sazilly along the Vienne River, is on the opposite side of the river from Chinon's most famous *terroirs*. It produces, with great regularity, a Cabernet Franc that is very dark in robe, structured, blue– and black–fruited, and muscular. It has an uncanny ability to age, as the bottles we have tasted from the seventies and eighties so adamantly attest. Please inquire about magnums.

\$54.00 PER BOTTLE

\$583.20 PER CASE

2014 SAVENNIÈRES MOELLEUX CHÂTEAU D'ÉPIRÉ

Ask anyone who has worked at KLWM for over twenty years to name their favorite wine from Kermit's legendary cellar and you will get the same response: the 1947 Moelleux from Épiré. The aromas are too abundant to name, their beauty and intrigue unparalleled in the wine world. Here is your chance—if you can be patient—to create some of the most exciting memories of your wine life.

\$29.00 PER BOTTLE

\$313.20 PER CASE

SAMPLER DE LA FEMME

by Jennifer Oakes

TOMEN HAVE SCORED some exciting achievements lately in the political, sporting, and human rights realms, and why not? We make up 50 percent of the population, so it shouldn't be surprising that a woman's ingenuity, talent, and fortitude would produce social ripples or even full-throttle world change—although she may still have to get it done "backwards and in high heels," as they say. With women winemakers, however, it's more like up the slope and in rubber boots. Why is it that women winemakers still aren't that common? Winemaking is hard work, but we know most women don't lie around on chaise longues eating bonbons, so that's not the issue. Still, whether through family inheritance, career change, or sheer determination to excel in a career normally practiced by men, our women winemakers are hitting their stride and making wines of which anyone would be proud.

When I started in the wine business, it didn't occur to me that a wine made by a woman would be unusual. I just tasted and drank, learning the stories of the winemakers and how the wine was made. But I pay more attention now, and here's your chance to do the same. We offer this assortment of delicious wines, all made by women, to accompany us as we tango backwards into the twenty-first century.

PER BOTTLI
2014 Vouvray Sec "La Dilettante"
Catherine Breton, C. & P. Breton \$24.00
2015 BANDOL ROSÉ
Agnès Henry, Domaine de la Tour du Bon 30.00
NV Brut <i>ier Cru</i> "Cachet Or"
Angéline Templier, Champagne J. Lassalle 39.00
2004 Côte-de-Brouilly
Nicole Chanrion, Domaine de la Voûte des Crozes 35.00
2008 Les Baux de Provence Rouge "Cornaline"
Dominique Hauvette, Domaine Hauvette 47.00
2012 FITOU "ATSUKO"
Valérie Guérin, Domaine Les Mille Vignes 77.00

Normally \$252.00

SPECIAL SAMPLER PRICE

\$189 (a 25% discount)

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THE 2014 LANGUEDOC ROUGE

SELECTED BY KERMIT LYNCH

by Anthony Lynch

Decades of tasting in the cellars of the Languedoc have given us a fairly good idea of what Languedoc wines ought to taste like. We also have strong ideas about what they should cost, having sourced some of the very best values in our portfolio—and arguably in all of wine—from the Midi.

With that said, we'd like to introduce you to our very own Languedoc *rouge*. Seasoned vigneron and longtime partner Jean-Claude Zabalia combines grapes he farms in the high-altitude schist soils of Cabrières with fruit from the limestone hills of the Larzac. This *mélange de terroirs* offers a comprehensive snapshot of the region through its various growing areas and soil types.

This blend of 60% Syrah with Grenache, Carignan, and Cinsault exhibits dark, ripe fruit seasoned with local *garrigue* herbs. The palate balances juiciness and earthiness, delivering Southern generosity with each sip. Refreshing and forthright, it finishes with a gentle dusting of supple tannins. May it supplement our Côtes du Rhône and Monferrato blends as your go-to house reds.

\$12.00 PER BOTTLE

\$129.60 PER CASE